

Tendering for MRT and Major Infrastructure Projects

INTRODUCTION

MRT tender preparation and submission need to be carefully and effectively managed to avoid exposing organisation to severe financial penalties and turning a potentially profitable project into a loss-maker. In order to be profitable, a sound tender is vital and risk factors must be eliminated where possible.

Thus, a specially tailored 1 day course is launched to educate and equip construction industry stakeholders a good real insight into a contractor's experience in tendering for MRT projects and other infrastructure projects.

OBJECTIVES

This course aims to enhance participants' knowledge on the key considerations in deciding to proceed with a tender and in preparing for a favourable and thorough tender submission. Participants will gain perspectives in identifying and evaluating the involved risks and competitive advantages to prepare quality proposals so as to enhance their opportunities in tendering for MRT projects and other infrastructure projects.

CONTENTS

TOPIC 1: Deciding whether to tender

One of the key decisions a contractor has to make is to decide when and which tenders to undertake. This presentation will look at the factors that must be considered, sources of competitive advantage, resources required, and evaluating the competition.

TOPIC 2: The tender process

This presentation will look at some of the key factors that must be considered to ensure that any tender is thorough enough and not exposing the contractor to inordinate risk. Topics will include discussions on how to mitigate ground condition risk, appointment of consultants, and use of alternatives.

TOPIC 3: Building the tender price, risk management and qualifications.

This presentation will look at the process involved in building the tender price, the key issue of risk management and how to ensure that risks are properly identified and catered for, and how the use of qualifications and alternatives can make the tender more competitive.

TOPIC 4: The tender submission.

This section will concentrate on the submission, price quality scoring, the executive summary, and the negotiation and wrap up phase, and how to present the tender in the most favourable format.

LECTURER



MR JON SKIPWORTH BUTTON is a Consultant in Project and Construction Management who was previously an Executive Director at Gammon Pte Ltd, leading their Singapore office since 2001 to July 2012. He has a wide range of experience as a contractor in both building and civil engineering and has been resident in Hong Kong and Singapore for the last 30 years, prior to which he worked in the Middle East and the United Kingdom.

Landmark projects that he has been involved in include the Headquarters of the Hong Kong and Shanghai Bank and the Bank of China in HK, the Bukit Panjang LRT, One Raffles Link, Chinatown MRT station, and ITE New College West, in addition to several commercial and industrial designed build projects in Singapore.

Jon has been a Council Member of the Singapore Contractor's Association where he was Chairman of the Productivity & Technology Committee. He sits on the BCA Construction Productivity Centre Advisory Panel, and is also a member of the Singapore Institute of Directors. He graduated in Civil Engineering from Imperial College, London in 1974 and is a Fellow of the Institution of Civil Engineers.



DETAILS

14th Run: To be advised
Duration: 1 day
Time: 9.00am to 5.00pm
Venue: BCA Academy

Fee (incl of GST): S\$500.00
Refreshments will be provided.

In keeping with our green and sustainable practices, course notes will be available in e-format.

AWARD

Certificate of Attendance (COA) will be awarded to participants who meet the attendance requirement.

CPD POINTS

PEB: Pending

TARGET AUDIENCE

Contractors

REGISTRATION

Visit BCA Academy Online StoreFront (OSF) @ <https://eservices.bcaa.edu.sg/registration/#/login>

(Course code: 78046)

